Mary Roman lia sophia jewelry

July 15, 2006

Dear Sir or Madam:

I am writing this letter because I am deeply concerned about the proposed Business Opportunity Rule R511993. I believe that in its present form, it could prevent me from continuing as a lia sophia advisor. I understand that part of the FTC's responsibilities is to protect the public from "unfair and deceptive acts or practices," yet some of the sections in the proposed rule will make it very difficult, if not impossible, for me to sell lia sophia jewelry.

I started with lia sophia a little over a year ago. I became an advisor with lia sophia because I felt the jewelry was beautiful and the company has the best guarantee around. Everything we sell is backed by a lifetime replacement guarantee! I needed to earn some additional income due to the fact that my husband took about a 20% cut of his income when he was forced to find a new job.

I feel the seven-day waiting period is unfair. Customers at my shows see the enthusiasm that I have for my business. Therefore they are very excited to explore the opportunity with lia sophia. A waiting period like this could cause our potential recruits to postpone or procrastinate and then lose interest in something that quite possibly could have made a very positive difference in their lives. One of the most confusing and burdensome sections of the proposed rule is the seven-day waiting period to enroll new lia sophia advisors. The lia sophia sales kit only costs \$99 and for that they get \$450 worth of jewelry plus a whole lot more. People buy TVs, cars, and other items that cost much more and they do not have to wait seven days. This waiting period gives the impression that there might be something wrong with the company or the compensation plan. Under this waiting period requirement, I will need to keep very detailed records when I first speak to someone about lia sophia jewelry and will then need to send in many reports to my company headquarters.

The proposed rule also calls for the release of **any** information regarding lawsuits involving misrepresentation, or unfair or deceptive practices. It does not matter if the company was found innocent. Today, anyone or any company can be sued for almost anything. It does not make sense to me that I would have to disclose these lawsuits unless lia sophia is found guilty. Otherwise, lia sophia and I are put at an unfair advantage even though lia sophia has done **nothing** wrong.

Finally, the proposed rule requires the disclosure of a minimum of 10 prior purchasers nearest to the prospective purchaser. I am glad to provide references, but in this day of identity theft, I am very uncomfortable giving out the personal information of individuals (without their approval) to strangers. Also, giving away this information could damage the business relationship of the references who may be involved in other companies or businesses including those of competitors. In order to get the list of the 10 prior purchasers, I will need to send the address of the prospective purchaser to lia sophia headquarters and then

wait for the list. I also think the following sentence required by the proposed rule will prevent many people from wanting to sign up as a salesperson - "If you buy a business opportunity from the seller, your contact information can be disclosed in the future to other buyers." People are very concerned about their privacy and identity theft. They will be reluctant to share their personal information with individuals they may have never met.

I sincerely do appreciate the work that the FTC does to protect consumers, yet I believe this proposed new rule has many unintended consequences and there are less burdensome alternatives available to achieving your goals.

Thank you for your time in considering my comments.

Respectfully,

Mary Roman lia sophia jewelry